

Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker

General T. Michael Moseley
Vice Chief of Staff, U.S. Air Force

Thursday, June 2, 2005

7:30 am - 4:00 pm

Central Missouri State University

Warrensburg, MO

University Union Building

Room 234B

Parking available in Lot M

In Cooperation with:



This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at Central Missouri State University (CMSU). The year 2005 marks the 17th edition of this event—a tradition aimed at enhancing economic development by improving access to information for Missouri's small business firms.

We are fortunate to have a distinguished group assembled at CMSU to facilitate small business development in the Show-Me State. The list of representatives from both industry and government is impressive. We are especially grateful to have with us two special representatives from the U.S. government. General Michael Moseley, USAF, will provide us with an outstanding keynote lunch speech, and Rear Admiral Martin Brown, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential government contractors.

All told, the 2005 conference is sure to be the best ever. Please join us at CMSU and join me in giving a warm Missouri welcome to General Moseley and Rear Admiral Brown.

Ike Skelton, M.C.

CONGRESSMAN IKE SKELTON

Congressman Skelton is the Ranking Democratic Member of the House Armed Services Committee and serves as a member of the Tactical Air and Land Forces Subcommittee, which is responsible for most Army and Air Force acquisition programs, all Navy and Marine Corps aviation programs, National Guard and Army and Air Force reserve modernization efforts, and ammunition programs. As a former member of the Small Business Committee, Mr. Skelton was chairman of the Subcommittee on Procurement, Tourism, and Rural Development.



Mr. Skelton, a native of Lexington, is a graduate of Wentworth Military Academy and the University of Missouri-Columbia, where he received A.B. and LL.B. degrees.

GENERAL T. MICHAEL MOSELEY UNITED STATES AIR FORCE

General Moseley is Air Force Vice Chief of Staff. He presides over the Air Staff and serves as a member of the Joint Chiefs of Staff Requirements Oversight Council. General Moseley earned a B.A. and M.A. degrees in political science from Texas A&M University, in 1971 and 1972 respectively. He has commanded the F-15 Division of the USAF Fighter Weapons school at Nellis AFB, NV, the 33rd Operations Group at Eglin AFB, FL, and the 57th Wing, the Air Force's largest, most diverse flying wing, also at Nellis. The general has served as the combat Director of Operations for Joint Task Force-Southwest Asia.



General Moseley has also commanded the 9th Air Force and U.S. Central Command air forces while serving in Operations Southern Watch, Enduring Freedom, and Iraqi Freedom. The general has also served as Director for Legislative Liaison for the Secretary of the Air Force in addition to various other staff assignments. He is a member of the Council on Foreign Relations.

REAR ADMIRAL MARTIN T. BROWN UNITED STATES NAVY

Rear Admiral Brown is the Deputy Assistant Secretary of the Navy (Research, Development, and Acquisition). In this position, he advises the Navy's Senior Acquisition Executive on business matters concerning the Navy and Marine Corps programs and provides policy and oversight for the Navy's procurement system, which comprises over 600 activities conducting approximately two million transaction annually worth more than \$40 billion. Rear Admiral Brown also serves as the Competition Advocate General of the Navy, ensuring that the Navy and Marine Corps maximize competition.



Rear Admiral Brown received his commission through the ROTC program from Notre Dame in 1977. He received his MBA in Finance and Public Management from UCLA in 1986.

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Agenda

- 7:30 Registration — Room 234B
Coffee and Donuts with Ike Skelton
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors/National Anthem Room 240
Whiteman AFB Color Guard
- 8:40 Welcome & Introduction of Rep. Ike Skelton
by Dr. Bobby Patton, President, CMSU
- 8:45 Comments
Rep. Ike Skelton, 4th District
- 9:00 Successful Government Contractor
*Patrice Manuel, President,
P/Strada*
- 9:10 Administrative Announcements
- 9:30 Government Procurement, Rm 237A and B
*RDML Martin J. Brown
Supply Corps, U.S. Navy*
- 10:45 Exhibits Open
- 11:55 Exhibits Close
- 12:00 Luncheon: Barbeque brisket with cole slaw,
steak fries, and cake

Luncheon Speaker:
General T. Michael Moseley
Vice Chief of Staff, U.S. Air Force

1:00 - 3:00 Exhibits Open

TRACK I: Selling to the Government

1:00 - 2:30 Selling to the Government, Writing
Winning Proposals

2:45-4:00 CONTINUE

TRACK II: How to Get a GSA Contract

1:00 - 2:30 Learn the steps in winning a GSA contract

2:45 - 4:00 REPEAT

TRACK III: Service Disabled Veteran-Owned, Small Business Program

1:00 - 2:30 The government has established goals for service disabled veterans to receive contracts

2:45 - 4:00 REPEAT

TRACK IV: Contract Pricing and Estimating

1:00 - 2:30 Valuable steps necessary in pricing your products and services

2:45 - 4:00 REPEAT

TRACK V: Funding Your Business—Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)

1:00 - 2:30 Innovation Research/Small Business Technology Transfer (SBIR/STTR) Seed funding to strengthen the technological competitiveness of the state's business.

2:45 - 4:00 CONTINUE

TRACK VI: SBA Contracting Programs, Central Contractor Registration (CCR) Dynamic Small Business Search (formerly PRO-Net), SDB certification and HUB-Zone Programs

2:45 - 4:00 Base and Post Contracting Issues Paperless Contracting, Micro Purchases (credit card), and Contractors Past Performance)

TRACK VII: See Your Borrowing Potential

1:00 - 2:30 Make the most of SBA programs and services. It's not rocket science! Learn how the SBA financial assistance programs can help you start or grow your business--application procedures, credit criteria, and access to capital

2:45 - 4:00 CONTINUE

TRACK VIII: Financing Your Business

1:00 - 2:30 How to finance your business from start-up through ongoing operation

2:45 - 4:00 CONTINUE

TRACK IX: Business Plan

1:00 - 2:30 Learn how to create a document to secure financing and guide your business operation

2:45 - 4:00 CONTINUE

TRACK X: Contracting with the Defense

1:00-2:30 **Supply Center Columbus (DSCC)**

Learn how to find bidding opportunities from DSCC and how to download RFQ's and drawings

The following exhibitors exhibited at last year's conference. For this 2005 conference, 189 government buying offices and 307 contractors have been invited.

Government

AAFES; Center for Entrepreneurship & Outreach; CMSU Purchasing; Defense Logistics Agency, Fort Belvoir; Environmental Protection Agency; Fort Leonard Wood; General Services Administration; Marine Corps Regional Contracting Office; Metropolitan Community College; Missouri Army National Guard; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; MoFast; NGA; Scott AFB; Small Business Administration; Social Security Administration; State of MO-Div. of Purchasing; UM Minority Business Development; US Army-TACOM; US Army Corps of Engineers; US Department of Ag; US Department of Commerce; US Department of Housing and Urban Development; US Department of Veterans Affairs; Whiteman Air Force Base

Contractors

Alliant Lake City Small Caliber Ammunition Co.; Aria, Inc; B2 Technology Consultant; Black & Veatch; Burns & McDonnell; Centennial Contractors Enterprise; Clarence M. Kelley & Assoc; EnerSys, Inc.; Engel Industries; Fotolum; GEHA; Haldex Brake Systems; Hemco Corp; Honeywell-US DOE; HRI; IBS Industries; J.S.I., LLC; Midwest Research Institute; Northrup Grumman Corp; Padgitt Chimney; Production Products; Promotional Resources; Stealth Garments; The ARK Enterprises; The Boeing Co; The Rehabilitation Institute; TRA-LOR-MATE; Transmedia Technology; Universal Business Solutions; Wornall Secure Business Solutions, X-Com; Inc.

Name: _____

Title: _____

Business Name: _____

Address: _____

City/State/Zip: _____

Telephone: () _____

E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$49 no later than May 26, 2005

Please indicate breakout sessions you plan to attend:

Track I	Track II	Track III
Track IV	Track V	Track VI
Track VII	Track VIII	Track IX
Track X		

You may register for Rep. Ike Skelton's Procurement conference by:

Mailing this form (or)

Going on-line at www.missouribusiness.net/ptac or
www.cmsu.edu/sbdc

Make check payable to Small Business Dev. Center.

Mail to: Small Business Development Center

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